



MEP • MANUFACTURING  
EXTENSION PARTNERSHIP



## GENEDGE ALLIANCE

Since 1992, GENEDGE Alliance has been a business consulting organization providing Virginia's industrial and manufacturing sectors access to expert business solutions, which otherwise are often only accessible to larger companies. Through the national affiliation with the Manufacturing Extension Partnership (MEP) network of over 60 centers nationwide, GENEDGE has access to industry-wide benchmarks and proven, results-based solutions.

GENEDGE helps clients generate a sustainable competitive edge through process improvement, growth services, and job creation. GENEDGE understands what helps businesses grow and provides innovative services to assist clients develop and implement strategies that promote growth. At GENEDGE the strategic vision is to help clients innovate, compete and grow their bottom line.

For assurance of standardized MEP service statewide to clients, GENEDGE alliance consists of three partners. Service delivery territories in Virginia are divided with the Manufacturing Technology Center (MTC) based at Wytheville Community College in the southwest, Old Dominion University Business Gateway (ODUBG) in the southeast, and GENEDGE covering the central or remaining territories.



## For more information, contact

Jeff Kohler, Executive Director  
32 Bridge Street #200  
Martinsville, VA 24112  
(276) 666-8890  
jkohler@genedge.org  
www.genedge.org

## Virginia MEP CLIENT IMPACTS

*Impacts are based on clients receiving service in FY2012*

Total Increased/  
Retained Sales



**\$113.6 Million**

Total Increased/  
Retained Jobs



**419**

New Client  
Investments



**\$33 Million**

# CLIENT SUCCESS: EAGLE AVIATION TECHNOLOGIES

*“Eagle Technologies was faced with meeting a new requirement demanded upon by its customers, reaching certification of the AS9100 Quality Standard. With the assistance of GENEDGE, Eagle Technologies not only met the requirements but has been growing ever since. GENEDGE took the time to learn who we are and what we want to achieve, they truly de-mystified the standard for us and were a valuable part of our team.”*

Mia C. Copeland, VP of Contracts and Administration

## Winchester Tool LLC Achieves ISO 9001:2008 Certification

Eagle Technologies, LLC is a veteran-owned, aerospace research and prototype development company located in Hampton, Virginia. Eagle Technologies supports its engineering expertise with a composite model assembly shop and precision machine fabrication shop for customized solutions of complex components, precision machined parts, and assemblies. Customers typically require custom prototypes or a production run of a component to meet a larger development specification. The company currently employs 65 people.

### Situation:

Eagle Technologies was encouraged by their customers to secure an AS9100 registration as their quality system. Their existing quality system was moderately developed from internal resources. Eagle Technologies sought assistance from GENEDGE ALLIANCE, a NIST MEP network affiliate, to address reaching AS9100 readiness with their current quality system.

### Solution:

GENEDGE ALLIANCE facilitated the project for an AS9100 Quality Management System Readiness Assessment (Phase I) prior to an outside third party registration audit. This assessment would be designed to assist Eagle Technologies in successfully securing their AS9100 registration and meeting the requirements for internal auditing for their registration. The Readiness Assessment (Phase I) provides a structured approach to developing, implementing, and sustaining the quality management system to help Eagle Technologies in achieving its overall objectives of customer satisfaction, competitiveness, and profitability from the implementation of an AS9100 based quality management system.

In cooperation with Eagle Technologies' staff, GENEDGE ALLIANCE evaluated operations to determine where the company stood with respect to meeting the requirements of AS9100. The assessment looked at its entire operation in terms of systems, processes, methods, and controls, including configuration management as required by AS9100. The readiness audit would follow the AS9100 guidelines used by registrars with the exception that GENEDGE could give advice and recommendations in the areas where the quality system has not met the standard. Currently, outside registrars cannot directly provide advice and solutions to quality system issues they discover. Phase II (in a separate project) would be a follow up audit after the external registration to meet internal audit requirements for ongoing AS9100 compliance in the first year of registration.

### Results:

- \* Achieved AS9100 certification.
- \* Increased sales by 37 percent.
- \* Realized \$30,000 in cost savings.
- \* Invested \$3,500 in workforce development.
- \* Created 25 jobs.

Created 25 jobs